

Message Text

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47

ACTION AF-08

INFO OCT-01 ISO-00 /009 W

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P 261415Z NOV 76

FM AMEMBASSY KIGALI

TO SECSTATE WASHDC PRIORITY 4387

LIMITED OFFICIAL USE KIGALI 0904

FOR AF/C - CARDWELL

E.O. 11652: N/A

TAGS: EINV, RW

SUBJ: TEA PROJECT

1. PLEASE PASS FOLLOWING TO WERTHEIM FROM ARCHER:

BEGIN TEXT FOLLOWING IS SUMMARY ACTUAL PROPOSITION PUT TO ME
BY RIBANJE AT MEETING BETWEEN HIM, BROWN AND MYSELF 24TH NOV.

(1) SIRT WILL BUY MULINDI AND PFUNDA TEA FROM OCIR LYING AT
MAGERWA FOR 90 FRW. (PRICE NEGOTIABLE EVERY SIX MONTHS.)

(2) SIRT WILL MARKET TEA BUT EACH CONTRACT MUST HAVE APPROVAL
OCIR RE PRICE. NO CONTRACT CAN BE CONCLUDED WITHOUT OCIR
APPROVAL.

(3) SIRT WILL ARRANGE WITH THE LOCAL BANKS TO OBTAIN EXPORT
CREDITS AND WILL HANDLE ALL PERTINENT DOCUMENTS.

(4) BNR WILL BE PROVIDED WITH COPY OF EVERY CONTRACT CONFORMING
TO EXPORT REGULATIONS FOR TEA.

(5) SIRT WILL EARN TWO PERCENT COMMISSION ON SALE PROCEEDS
AND THE REST WILL BE TRANSFERRED TO A/C OCIR AFTER DEDUCTION
BANKER COSTS AND TRANSPORT.

(6) OCIR WILL RETAIN TEN PERCENT MULINDI AND PFUNDA FOR
COMPARISON PURPOSES.

HAS BEEN AGREED BETWEEN OCIR AND SIRT THAT IF THIS PROPOSITION
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IS:

(A) COMMERCIALLY VIABLE (I DON'T BELIEVE IT VIABLE)
(B) SIRT ABLE TO OBTAIN ADDITIONAL CAPITAL BOOST CASH FLOW
(C) ACCEPTABLE WERTHEIM AND LENDERS
THEN SIRT WILL COMMENCE MARKETING FIRST JANUARY 1977. THE
ABOVE ARE NOW ONLY QUESTION MARKS HANGING OVER PROJECT. AM
REASONABLY CONFIDENT THAT SUBJECT TO ABOVE CONDITIONS AND QUICK
RELEASE OF FUNDS PLUS PROGRESS ON FACTORY GOR COOPERATION WILL
IMPROVE, AS INDICATED TO DIXON AND MYSELF BY BIRARA. THEREFORE
DO NOT BELIEVE IT ESSENTIAL WERTHEIM VISITS DECEMBER AS GOR
READY TO PROCEED ON BASIS ABOVE. HOWEVER DO NEED ANSWERS
(A) (B) (C). END TEXT

2. DECONTROL ON RECEIPT.
CRIGLER

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NNN

Message Attributes

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